



Hosted by the
Government of Uganda



AgriBusiness Forum 2010
Kampala, Uganda
3 – 6 October 2010



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CONFERENCE REPORT

AgriBusiness Forum 2010:

**Food Security:
a Business Opportunity**

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Foreword by the President of EMRC
Prof. Dr. P. Mathijsen, member of the Brussels' Bar
Former Director-General for Regional Development with the European Commission

Dear participants,

You will find herewith a detailed report about the EMRC conference held in October 2010 on the shores of Lake Victoria, near Kampala, the capital of Uganda. This conference was attended by over four hundred people from all over the world, interested in further developing agriculture in Africa.

You might remember that the purpose of EMRC's conferences, wherever they are held, is to bring together, on the one hand, Africans wishing to set up or expand enterprises and, on the other hand, investors from all over the world interested in investing in such projects; the hope being that investors do indeed find projects worth investing in.

The question that therefore arises is whether or not the conference was a success from that point of view. An honest answer is that it's too early to tell at this point. However, if the number of business-to-business meetings that took place throughout the conference is anything to go by, the signs are extremely encouraging. Many investors made themselves and their objectives known, and made good use of their chance to meet project developers. Those meetings constitute one of the high points of the conference, and an excellent introduction for what was to follow.

We were particularly honoured, of course, by the visit paid to the conference by the President of the Republic of Uganda, H.E. Yoweri Museveni, the Ugandan Prime Minister and the Minister of Agriculture, alongside the Prime Minister of Chad and other ministerial representatives from various African countries. Their participation at the conference underlined the importance of agricultural development for Africa, and the fact that African governments are not only aware of the problems, but have decided to throw their full weight behind such development.

EMRC is well aware of the challenges involved in creating and developing agricultural projects, but we also know that it can be done! And we remain at the disposal of all parties involved, to help find the right solutions.

My thanks go out to all who actively participated in the various sessions of the conference, but also to our vice-president Idit Miller and the staff of EMRC, who worked day and night to make it a success.

Prof. Pierre Mathijsen
President, EMRC Executive Committee

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ACKNOWLEDGEMENTS

This publication is the report of the AgriBusiness Forum 2010, which was held in Kampala, Uganda from the 3rd to the 6th of October 2010. The forum was jointly organised by EMRC and the Government of the Republic of Uganda, in collaboration with Rabobank and the Food and Agricultural Organisation (FAO) of the United Nations. We would like to extend our sincere thanks to Rabobank Foundation for their contribution to the EMRC-Rabobank Project Incubator Award and to USAID/LEAD for their support of the "one-on-one" business meetings.

EMRC is most grateful to our partner organisations: The Alliance for a Green Revolution in Africa (AGRA), USAID, Syngenta Foundation for Sustainable Agriculture, Novus International, African development Bank (AfDB), Heineken, the Forum for Agricultural Research in Africa (FARA), Stanbic Bank, the Africa Enterprise Challenge Fund (AECF), KPMG, ProInvest and IFDC. We would also like to thank our support organisations: the East African Community, Actesa, Comesa, the Government of Chad, the European Union, the Agribusiness Trust, Winrock International, Brussels Airlines and all our media partners.

PREFACE

The EMRC AgriBusiness Forum has become a regular feature on the African Conference circuit. Originally held in Europe for many years, it is now being hosted by a major African city every year. After a highly successful 2009 edition in Cape Town, South Africa, this second edition was held in Kampala, the capital of Uganda. The AgriBusiness Forum gathers a wide range of agribusiness professionals, including industry leaders, cooperatives, SMEs, financiers, government officials, NGOs, researchers, international organisations, multinationals and donors interested in broadening their networks, creating new partnerships, learning about the latest technology and developments in agribusiness; and staying at the forefront of the advancement of agribusiness across Africa in response to the global demand for food. The forum provides an ideal platform for business networking within the private sector as well as the opportunity to interact with high-level government officials and decision makers.

EMRC's goals and mission

EMRC is an international not-for-profit organisation whose mission is to promote sustainable economic development in Africa through the growing of business partnerships, with a specific focus on economic and trade relations with the private sector. The EMRC community includes a vast network of entrepreneurs, financiers and officials from over a hundred countries around the world.



The Republic of Uganda

Uganda, often referred to as the pearl of Africa, is a prime example of an agriculture-based economy with substantial natural resources and an impressive economic growth rate. Uganda has consistently been ranked among Africa's fastest growing economies since 1986. The country is divided into four regions - central, eastern, northern and western - covering a land area of 237,000 km². Its capital city Kampala is home to an estimated 1.4 million people, out of a total population of about 32 million. With abundant rainfall and fertile land, agriculture is the main occupation of close to 80% of the country's total workforce.

The official language is English, complemented by indigenous languages such as Kiswahili, Luganda, Runyankole, Rukiga and Rutoro. Uganda harbours the world's second largest lake, Lake Victoria, the source of the world's second longest river, the Nile.

FAO Goals and mission

The Food and Agriculture Organisation of the United Nations leads international efforts to defeat hunger. Serving both developed and developing countries, FAO acts as a neutral forum where all nations meet as equals to negotiate agreements and debate policy. FAO is also a source of knowledge and information. FAO helps developing countries and countries in transition modernise and improve agriculture, forestry and fishery practices and ensure good nutrition for all. Since its founding in 1945, the FAO has focused special attention on developing rural areas, home to 70 percent of the world's poor and hungry people.

Rabobank Foundation's Goals and mission

The Rabobank Foundation is committed to improving the lives of underprivileged and disadvantaged groups of people in society by providing them with the opportunity to live full and independent lives. Rabobank Group is an international financial services provider operating on the basis of cooperative principles. Its operations include retail banking, wholesale banking, asset management, leasing and real estate. The Rabobank Foundation was established in 1973 as an independent foundation. In line with Rabobank's own co-operative background, the Rabobank Foundation focuses specifically on establishing and promoting co-operative savings and loan systems as well as farmers' Producers Organisations to stimulate economic development.

Organisation and participation

The AgriBusiness Forum enjoyed a record turnout this year, with around 450 participants from 42 countries around the world. With delegates attending from 27 African countries, more than half the sub-saharan African continent was represented: Angola, Botswana, Burkina Faso, Burundi, Cameroon, Chad, Congo, Côte d'Ivoire, Ethiopia, Ghana, Kenya, Madagascar, Mali, Malawi, Mauritius, Mozambique, Nigeria, Rwanda, Senegal, South Africa, Sudan, Swaziland, Tanzania, Tunisia, Uganda, Zambia and Zimbabwe. Delegates from outside of the African continent came from all four corners of the globe including Belgium, Brazil, France, India, Italy, Philippines, USA, Spain, Switzerland and the Netherlands.



EXECUTIVE SUMMARY

The global population is expected to reach 9 billion by 2050, and demand for food is projected to increase by 70% over the next four decades. With significant amounts of available land and the scope to massively increase yields and production levels, the African continent has the potential to provide a large portion of that increased demand. This represents a highly significant business opportunity, which could have a far-reaching impact for Africa's overall economic prospects. Indeed, the multiplier effect of growth in the agricultural sector in Africa has been well documented by now: the World Bank's 2008 Development Report shows that GDP growth originating in agriculture is about four times more effective in raising incomes of extremely poor people than GDP growth originating outside the sector. Agriculture, therefore, also presents huge potential in terms of poverty relief and sustainable development.

The AgriBusiness Forum 2010 has shown that much progress has already been made, particularly in terms of access to finance and markets, and the increased use of technology, notably in the field of mobile applications.

Many obstacles remain, of course, and with the assistance of local and national governments and NGOs the private sector in particular, is playing a crucial role in scaling up agricultural productivity. Capacity building will help create more efficient agribusiness, and it will be vital to include small-scale producers in the value chain in order to bring innovation to agri-business. Indigenous expertise must also be improved on.

To this end, the Agribusiness Forum speakers invited all the delegates attending the AgriBusiness Forum, including government representatives, to work actively towards the following goals:

- to invest massively in the agricultural sector;
- to include small-scale entrepreneurs in the agricultural value chains;
- to increase food production

The AgriBusiness Forum 2010 encouraged every nation and organisation present to be the change they wish to see around them.



INTRODUCTION

The EMRC AgriBusiness Forum is fast becoming one of the African continent's most significant annual conferences. Each year, Agribusiness attracts a greater number of delegates representing business, government and civil society from Africa and the rest of the world: In Kampala, the number of delegates surpassed the 400 mark for the first time. The seamless organisation and excellent conference facilities have also showcased Uganda as a prime venue for international events of this kind.

The AgriBusiness Forum 2010 theme was "Food Security: a Business Opportunity", and addressed a number of pressing topics in agriculture in food production, including:

- Discussing existing and new policies and their impact on food security;
- Reviewing the role of the private sector in improving access to food and increasing sustainable productivity;
- Dealing with issues related to productivity, post-harvest handling, markets and financing;
- Attracting new & strengthening existing public/private partnerships and investments in Africa's agro-food sector;
- Presenting innovative designs of food security projects – lessons learned and best practices.

Day One 3 October 2010, Sunday

- 09h00 Registration throughout the day
- 11h00 **Pre-conference Workshop** - "How to present your Projects in order to obtain financing"
- **Arthur Levi**, Former Head of Europe – International Finance Corp.(IFC) – France
 - **Charles Kwesiga**, Executive Director – Uganda Industrial Research Institute (UIRI) – Uganda
 - **Andrew Muhwezi** – Stanbic Bank – Uganda
 - **Thabo Thamane**, Deputy CEO – Citizen Entrepreneurial Development Agency (CEDA) - Botswana
- 13h00 Networking Lunch
- 16h00 **Presentation of Delegates**
- 19h00 **Icebreaking Event**

Day Two 4 October 2010, Monday

- 08h30 **Official Opening "AgriBusiness Forum 2010"**
Chaired by: Pierre Mathijsen, President EMRC International – Belgium
- **Kirunda Kivejinja**, Deputy Prime Minister and Minister of Internal Affairs – Uganda
 - **Hope Mwesigye**, Minister for Agriculture – Animal Industry and Fisheries – Uganda
 - **Emmanuel Nadingar**, Prime Minister of Chad
 - **Percy Misika**, Representative – Food and Agricultural Organisation of the UN (FAO) – Uganda
- 09h30 **Session I - Food Security: global demand for food is projected to increase by 70% by 2050, the Challenges and the Role Africa can play:**
- Increasing investment in agriculture
 - Smallholders as engine for growth
 - Large-scale farming
 - R&D to improve the conditions for the Agro-Food Sector
- Moderator: Cris Muyunda**, Chief Executive Officer – Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA) – Zambia
- **Anne Mbaabu**, Director Market Access Programme – Alliance for a Green Revolution in Africa (AGRA) – Kenya
 - **Thad Simons**, Chief Executive Officer – NOVUS International – USA
 - **Susan Minae**, Agribusiness and enterprise officer – FAO Sub-regional Office for Eastern Africa – Ethiopia
- Technical Address: Marco Ferroni**, Executive Director – Syngenta Foundation – Switzerland
- 11h00 Coffee & Tea Break
- 11h30 **Session II: "Food Security through Commercialisation"**
- Moderator: Charles Owach**, Deputy Representative, FAO - Uganda
- **Susan Minae**, Agribusiness and enterprise officer, FAO, Sub-regional Office for Eastern Africa - Ethiopia
 - **Elizabeth Sibale**, FAO consultant, Contract Manager - Malawi
 - **Ibrahima Faye**, FAO consultant, National Project Coordinator - Senegal
 - **Pie Njinginya**, FAO consultant, National Project Officer – Burundi
- 12h30 **EMRC- Rabobank Project Incubator Award**
- **Pierre van Hedel**, Managing Director – Rabobank Foundation – Netherlands
 - **Idit Miller**, Managing Director EMRC- Belgium
- Project Finalists:**
- **Everlyne Cherobon**, Programme Coordinator - EMEDEN Kenya
 - **Maria Odido**, Managing Director – Bee Natural Uganda
 - **Naomi Lundman** – AMPATH – Kenya
 - **Tony Kalm**, Development Director – One Acre Fund – Kenya
 - **Pamela Anyoti** Peronaci, Managing Director - Sunshine Agro Products Ltd - Uganda
- 13h30 Networking Lunch

14h30 **Parallel Workshops**

Workshop I: Capacity Building for Innovative Agribusiness

Moderator: Charles Kwesiga, Executive Director – Uganda Industrial Research Institute (UIRI) - Uganda

- Denis Massart, Technical Adviser – ProInvest - Belgium
- Lynette Bezuidenhout, Managing Director – Mpumalanga Agri Skills Development and Training - South Africa
- George Marechera, Business Development Manager – African Agri. Tech. Foundation (AATF) – Kenya
- João Pedro Domingos, Vice Dean – Universidade Agostinho Neto - Angola

Workshop II: Successful Agricultural Initiatives

Moderator: Faith Ntombikayise Msimang, Founder /Managing Director - Peulwana Agricultural Financial Services – South Africa

- Susan Corning, Managing Director – USAID/LEAD – Uganda
- Lukas Wellen, CEO Musoni Mobile Microfinance - Netherlands
- Iness Kondowole-Banda, SMEs Manager - FAO - Uganda
- Julio Garrido-Mirapeix, Managing Partner, Dev. Advisory Services, KPMG East Africa – Kenya
- Daniel Kelema, National Director for Agriculture - Mali

16h00-18h30 One-on-One Business Meetings

20h00

Gala Evening: hosted by the Government of Uganda: Presentation of the Project Incubator Award 2010, in the presence of government officials, ambassadors, media and the business community. **Words of welcome** by Hon. Hope Mwesigye, Minister of Agriculture, Industry and Fisheries - Uganda

Day Three 5 October 2010, Tuesday

09h00

Plenary Sessions

Session III – Part I: Finance & Investment in Agricultural Development

Moderator: Arthur Levi, Former Head of Europe – International Finance Corp. – France

- Philip Odera, Managing Director – Stanbic Bank – Uganda
- Mohamadou Niang, Manager Private Sector and Industry – African Development Bank – Tunisia
- Hugh Scott, Director – Africa Enterprise Challenge Fund (AECF) – Kenya
- Oswald Magwenzi, Investment Officer - Intl Finance Corporation (IFC) - Kenya

10h00

Session III – Part II: Innovative Financial Solutions

Moderator: Arthur Levi, Former Head of Europe – International Finance Corp. – France

- Nixon Bugo, Programme Officer Innovative Finance– Alliance for a Green Revolution in Africa (AGRA) – Kenya
- Faith Ntombikayise Msimang, Founder /Managing Director - Peulwana Agricultural Financial Services – S. Africa
- Herman Marais, Managing Director – Agri-Vie – South Africa
- Ides de Willebois, Director Eastern and Southern Africa Division – International Fund for Agricultural Development (IFAD) – Italy
- Patrick Mutenda, Head Agribusiness, Zambia National Commercial Bank plc – Zambia

11h00

Coffee & Tea Break

11h30

Session IV: Towards Industrialisation: Post Harvest Management, Agro-Food Parks and Corridors

- Presentation of Projects & Best Practices

Moderator: Nicholas Norbrook, Managing Editor – The African Report – France

- Marina Mira, Senior Consultant – The European House Ambrosetti – Italy
- Rex Raimond, Senior Mediator and Program Manager – Meridiane Institute – USA
- Michael Winkmaier, FAO consultant, Interim Chief Technical Advisor - Tanzania
- Ilyas Abdul Rahman, Chief Operating Officer - Agri-Science Park@ICRISAT - India

13h00

Networking Lunch

Parallel Workshops

14h00

Workshop III: Inclusion of small scale producers in value chains – Best Practices

Moderator: Henk Knipscheer - Sr. Program Officer, Enterprises and Agriculture Winrock International - USA

- Anne Wanjiku Kimano, Regional Fruit Program Manager – Technoserv – Kenya
- George Osure, Syngenta Foundation - Program Director - Kenya
- Sven Piederiet, General Manager – Braliwa Ltd – Rwanda

Workshop IV: Commercial opportunities for agri-inputs

Moderator: Richard Jones – Agribusiness Program Leader Eastern and Southern Africa International Fertilizer Development Center (IFDC) - Kenya

- André De Jager - Programme Leader Agribusiness Program Division North and West Africa - International Fertilizer development Center (IFDC) – Ghana
- Fred Muhhuku, PO – Agrodealer Development – Alliance for a Green Revolution in Africa (AGRA) – Kenya
- Timothy Prewitt, Managing Director – USAID/ MARKETS – Nigeria
- Joseph Mwangangi Regional Director for the AGRA funded Agrodealer Development Programs in Eastern and Southern Africa – Kenya
- Vince Morabito, Senior Specialist – Agribusiness – Deloitte – USA

Plenary Session

15h45 **Special Session V: Country focus: Investment opportunities in Chad****16h00-18h30 One-on-One Business Meetings**20h00 **Dinner Hosted by Stanbic Bank Uganda** Words of welcome by **Philip Odera**, Managing Director – Stanbic Bank – Uganda**Day Four 6 October 2010, Wednesday****Plenary Sessions**09h00 **Key Note Address:****H.E. Yoweri Kaguta Museveni, President of Uganda**09h30 **Session VI: Food Security and Water challenges**

- Agricultural drainage management and water quality improvement
- Best Practices: Enhance water productivity in agriculture
- Irrigation Systems: International Finance Institutions

Moderator: Timothy Prewitt, Managing Director – USAID/ MARKETS – Nigeria

- **George Marechera**, Business Development Manager – African Agri. Tech. Foundation (AATF) – Kenya
- **Said Silim**, Director of Eastern and Southern Africa – ICRISAT – India
- **Nick Moon**, Managing Director - Kick Start – Kenya
- **Lalbihari H. Sharma**, Vice President, Jain Irrigation Systems – India
- **Albert Pahimi Padacke**, Minister for Agriculture and Irrigation – Chad

10h30 **Session VII: Agro-Food Trade**

- East African common market: An example to follow?
- Food Quality, Standards and Food Traceability
- Market access and Trade Barriers

Moderator: Joyce Cacho, Chief Sustainability Officer – Novus International – USA

- **Timothy Wesonga**, Senior Livestock Officer - East African Community – Tanzania
- **Henk Knipscheer**, - Sr. Program Officer, Enterprises and Agriculture Winrock International – USA
- **Henry Njalla Quan**, General Manager - Cameroon Development Corporation – Cameroon
- **Anne Mbaabu**, Director Market Access Programme – Alliance for a Green Revolution in Africa (AGRA) - Kenya
- **Edward Gitta**, for Paul Mayanja- Managing Director of **AbiTrust** - Uganda

11h30 **Coffee & Tea Break**11h45 **Special Session VIII: Country Focus on Uganda: Success Stories****Moderator: Vincent Rubarema**, Permanent Secretary – Ministry for Agriculture, Animal Industry and Fisheries – Uganda

- **Henry Bagire Aggrey**, Minister of State for Agriculture, – Uganda
- **Maggie Kigozi**, Executive Director - Uganda Investment Authority – Uganda
- **Sam Ssemenda**, Commissioner for Agricultural Planning and Dev – Uganda
- **Khalid Sheikh**, Chairman - Clifton Packaging Group - Uganda

13h00 **Networking Lunch**14h30 **Session IX: R&D to Contribute to Food Security****Moderator: Charles Kwesiga**, Executive Director – UIRI - Uganda

- **Said Silim**, Director of Eastern and Southern Africa – ICRISAT – India
- **Dennis Rangi**, Executive Director – CAB International – Kenya
- **Piet Heemskerk**, Dutch agribusiness representative – AA Academy - Netherlands

15h30 **Session X: Livestock: Building Nutrition and Investment for Food Security****Moderator: Joyce Cacho**, Chief Sustainability Officer – Novus International – USA

- **Marcos Bertoli**, Executive Manager – Globoaves Agro Avicola Ltda/Grupo Kaefer – Brazil
- **Nicholas Hutchinson**, Chairman - East African Grain Council – Kenya
- **William Matovu**, Uganda Country Project Manager / East Africa Dairy Development Project – Heifer International - Uganda
- **Chris van Dijk**, Group Manager: Livestock Veterinary Operations & Marketing – Pfizer Animal Health – USA

16h30 **Official Closure of the Forum**





Food Security:

a Business Opportunity

CONFERENCE REPORT



DAY ONE – 3 OCTOBER 2010

PRE-CONFERENCE WORKSHOP

Delegates at this year's AgriBusiness Forum welcomed the addition to the programme of an interactive pre-conference workshop that focused on “*How to present your Projects in order to obtain financing.*” Jointly moderated by **Arthur Levi**, former Head of Europe at the **International Finance Corp. (IFC)** in France and **Charles Kwesiga**, Executive Director of the **Uganda Industrial Research Institute (UIRI)**, delegates were given pragmatic advice from the panel on how to get funding for their projects. **Andrew Muhwezi** from **Stanbic Bank, Uganda** outlined current approaches to financing SMEs, listing the acquisition of financial assistance as the top challenge faced by agribusiness SMEs. Mr Muhwezi put forward different approaches to financing including collateral management, highlighting the dynamics involved in this model that include experience, insurance, relationships and minimising of the risk involved. Addressing questions around farmers requiring revolving finance, Mr Muhwezi explained the concept of revolving limits, he also touched on trends in leasing and asset finance, briefly covering lending rates and comprehensive insurance, encouraging the entrepreneurs in the audience to explore all the structures and options made available by their banks. **Thabo Thamane**, Deputy CEO of **CEDA** (Citizen Entrepreneurial Development Agency) a government-backed investment and development finance agency that offers lending, training, mentoring and skills development to SMMEs in Botswana, followed on. He highlighted CEDA's unprecedented interest rates of 5 to 7.5% as well as their preferential lending facilities that favour SMMEs, taking the delegates through the various products on offer from CEDA. He encouraged the governmental representatives present to consider similar government-funded financing initiatives in their countries, citing the success of CEDA. Delegates had numerous opportunities to pose questions to the various banking representatives present in the session and were able to share their various financial challenges with the room.



PRESENTATION OF DELEGATES

The President of EMRC, **Pierre Mathijsen** and the Managing Director and Vice-President, **Idit Miller** warmly welcomed a large representation of delegates to a brimming introductory session moderated by **Arthur Levi**. Each delegate present was invited to stand up and briefly introduce themselves as well as their organisation to the room and speak a bit about why they attended the forum and what they hoped to achieve out of it. With such a diverse representation of delegates from all over Africa and the world, delegates listened keenly to each person's introduction enabling them to identify fellow delegates with whom they could initiate new business partnerships and projects over the next few days. The Presentation of Delegates slot proved yet again to be highly popular and certainly a key foundation at EMRC forums for the growing and building of partnerships towards uplifting and improving agribusiness in Africa.

ICE-BREAKING EVENT

Delegates were treated to some homegrown Ugandan entertainment and delicacies at a cocktail party generously hosted by the Government of Uganda. H.E. Hope Mwesigye, Minister of Agriculture, Animal Industry and Fisheries, officially welcomed everyone to Uganda and the AgriBusiness Forum and encouraged them to make themselves at home and enjoy their stay in Uganda. Building on from the earlier introductory sessions, all the guests made the most of the opportunity to network - a fine evening was enjoyed by all under a star-filled East African sky.

DAY TWO - 4 October 2010

OFFICIAL OPENING

Prof. Pierre Mathijsen, president of **EMRC**, officially opened the forum. It was a delight, he said, to follow up Cape Town 2009 with Kampala in 2010. He noted that Africa was once a leading producer of agricultural products in the world, but started lagging behind other emerging regions. As Ugandan President H.E. Yoweri Museveni himself remarked in his recent State of the Nation address, this was also the case for the agricultural sector in Uganda, and it was one of the issues to be addressed during the AgriBusiness Forum 2010.



Prof. Mathijsen underlined that the purpose of the forum was to bring together people who want to invest in Africa and people who have projects in Africa. He went on to point out that the most difficult part was to find a viable project for which funding can be obtained. There was, however, enough money to fund projects – the challenge was to channel the available resources properly.

OFFICIAL OPENING CEREMONY OF THE CONFERENCE

The conference was officially opened in the presence of the **Hon. Kirunda Kivejinja**, Third Deputy Prime Minister and Minister of Internal Affairs of Uganda, and **H.E Emmanuel Nadingar**, the Prime Minister of Chad.

The first speaker was **Percy Misika**, FAO representative in Uganda. AgriBusiness Forum 2010 represented a great business opportunity he said: “with a global population projected to rise from its current 6.8 billion to 9 billion in 2050, food security is one of humanity’s most pressing challenges”. It will require partnership and unity, not just between north and south but also between south and south; intergovernmental organisations; governments themselves and between governments and the private sector.

Mr Misika noted that the Millennium Development Goals (MDGs) set in 2000, including the first goal of eradicating extreme poverty and hunger, had not yet been reached: over a billion people still live in hunger. However tragic this situation is, it could also be viewed as an opportunity, Mr Misika said. Yields needed to be increased and access to markets improved.

Issues such as regulatory frameworks, technology, disease and pest control, production and marketing infrastructural development must be addressed by all stakeholders, he said. East Africa consumes 20% of global food aid, and is still importing 5-6 million tonnes of food.

Mr Misika added that FAO would continue to work in partnership with other players towards eradicating hunger by 2015.



He was followed by the **Prime Minister of Chad, H.E Emmanuel Nadingar**. He thanked organisers, on behalf of the president of Chad and the people of Chad for the honour given to their country to participate in the Forum. He also expressed his gratitude to the Ugandan Government for hosting the forum. Agricultural production in Chad, said the Prime Minister, was subject to changing rainfall patterns, international market inputs, soil productivity, and the lack of appropriate or adapted seeds. Chad had experienced a decline in agricultural production and hence the country needing to turn to international aid to provide for the population.

The Prime Minister ended on an optimistic note: "Chad is currently consolidating internal and external peace processes, including our neighbour Sudan, and progress in that field will present opportunities for the development of agro-pastoral activities in our country" he said. "Chad is open for international investment, and business and agribusiness organisations should join in as our country advances," he concluded.

The Prime Minister was followed by **Hon. Hope Mwesigye, Minister of Agriculture, Animal Industry and Fisheries of Uganda**. "The AgriBusiness Forum", the Minister said, "represents a significant business opportunity, and I hope that it will lead to a number of agreements and business accords."

The Minister reminded her audience about the importance of the agricultural sector in Uganda: "On its own", she said, "Agriculture contributes 22% of our GDP, 48% of our export earnings and employs 77% of the country's active population". Uganda holds 48% of the total arable land in the East African Community, underlining once more the immense opportunities present in the country. This is further reinforced by its strategic location in the heart of Africa.

Uganda's agriculture nevertheless faced a number of pressing challenges, such as low productivity, depleted soils, limited use of fertilisers, climate change, underdeveloped markets, and poor sanitary standards. In order to address these and other challenges, Uganda has embarked on a 5-year investment plan to increase yields and production, increase the use of fertilisers, boost agricultural research and the use of technology.

Further priorities include improving the enabling environment, such as the legal framework and institutional development, as well as infrastructure, both of which increase opportunities along the value chain.



The final speaker at the opening ceremony and Guest of Honour was the **Rt. Hon. Kirunda Kivejinja, Uganda's third Deputy Prime Minister and Minister of Internal affairs.**

Reinforcing the points made by **Minister Mwesigye** he emphasised Uganda's excellent business opportunities and its attractiveness for investment.

"The time was right", said the Deputy Prime Minister, "to ensure availability and affordability of sufficient and nutritious food for all." By developing agriculture's potential, very significant progress could be made in the fight against poverty: Studies conducted in Uganda for instance, indicated that if the agricultural sector grew by 6% per annum, the poverty level would fall from 26.5% to 18.9% of the population.

Mr Kivejinja mentioned in closing the important role of Uganda's **National Agricultural Research Organisation (NARO)**, which was developing technology and research to address some of the challenges to agriculture in Uganda, including pests and disease.

Concluding the official opening, Prof. Mathijsen gave the floor to **Cris Muyunda, CEO of ACTESA Zambia**, to chair the first session of the day.

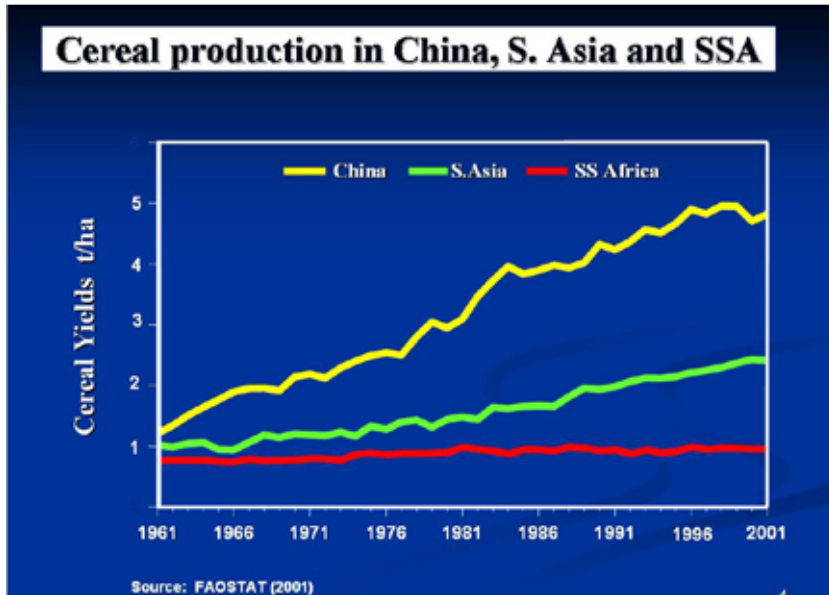
SESSION 1: FOOD SECURITY: GLOBAL DEMAND FOR FOOD IS PROJECTED TO INCREASE BY 70% BY 2050 – WHAT ARE THE CHALLENGES, AND WHAT ROLE CAN AFRICA PLAY?

Before introducing the panellists for this session, Mr Muyunda provided the audience with a brief overview of the challenges presented by the increase in demand for food in Africa, including the decrease of per capita food production in Africa since the 1960s, leading to high poverty rates, malnutrition and hunger.

The first presenter was **Anne Mbaabu** the Director of Market Access at **Alliance for a Green Revolution in Africa (AGRA)** who presented statistics on cereal production in China, South Asia and Sub Saharan Africa since 1961- showing the startling stagnation of Africa's production compared to the other regions, highlighting how Africa had missed out on the green revolution. It was clear, Mrs Mbaabu said, that Africa needed to change the way in which it produced food in order to move forward.



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She pointed out that one of the main causes of stagnation in African agricultural production was the low use of fertilisers. She added that Africa also needed improved technologies in order to increase food production. She cautioned, however, that fertilisers and technology were no miracle answers; excessive use of fertilisers causes deforestation and other environmentally negative impacts, so a balance had to be struck.

Mrs Mbaabu went on to outline how targeted interventions by AGRA were helping to address some of the challenges along the value chain. Among these measures, AGRA was supporting the training of students at PhD level as breeders and trained farmers. AGRA also seeks to promote the use of organic and inorganic fertilisers. It develops policy and encourages partnerships, agricultural extensions and cross-border trade. The AGRA approach has yielded early results, including increased access to markets and finance, facilitating policy and advocacy, the building of breeder capacity, increased productivity, the strengthening of agro-dealer networks and improved integrated soil-fertility management. AGRA's approach includes focused investments in high potential areas such as Ghana, Mozambique and Tanzania.



The second speaker was **Susan Minae**, Agri-business and Enterprise Officer at **FAO's** sub-regional Office for Eastern Africa in Addis Ababa, Ethiopia. Her intervention focused on the contribution of small and medium-sized enterprises (SMEs) to food security. In Africa, up to 60% of food commodities are produced, marketed and processed through the informal sector, she said. This huge informal sector comprises individual farmers and farmer groups, traders and wholesalers, agro-processors (millers and bakeries, for example), exporters (mainly for niche markets) and input suppliers (stockists, seed producers, and mechanics). The typical profile of SMEs in Africa was that of small family businesses exposed to significant seasonal variations in business and employment.

SMEs hold significant potential for the growth of agriculture in Africa and are critical in driving modernisation and transformation, said Mrs Minae. Their development will help expand economic opportunities by increasing food security, reducing post-harvest losses, and creating badly needed employment. SMEs faced a number of challenges however, including small volumes and limited branding, quality management and compliance with standards. Supply chains are often inefficient, and logistics lack economies of scale. SMEs also struggle with limited access to finance and a lack of professional alliances. There are many areas of opportunity for SMEs, including infrastructural development support, the development of innovative agri-business policy strategies, and advocacy to support entrepreneurship, regional collaboration and improved access to support.

The next presenter was **Thad Simons**, President and CEO of **NOVUS International**. Based in Missouri, NOVUS is a leading actor in the field of health and nutritional research, active in Latin America, Asia and Africa. NOVUS, said Mr Simons, saw a lot of potential in meeting the challenges mentioned by the previous speakers. Significant investment flows were reaching Africa, with one of the most recent examples being Wall-Mart's plans for expansion in South Africa. Mr Simons was extremely upbeat about prospects in Africa: NOVUS, he said, "sees a lot of potential for technology to help increase agricultural production in terms of yield and quality. "Just here in East Africa", he said, "we have worked with the dairy industry to improve nutrition and to improve food security and production – and the potential is much bigger still."

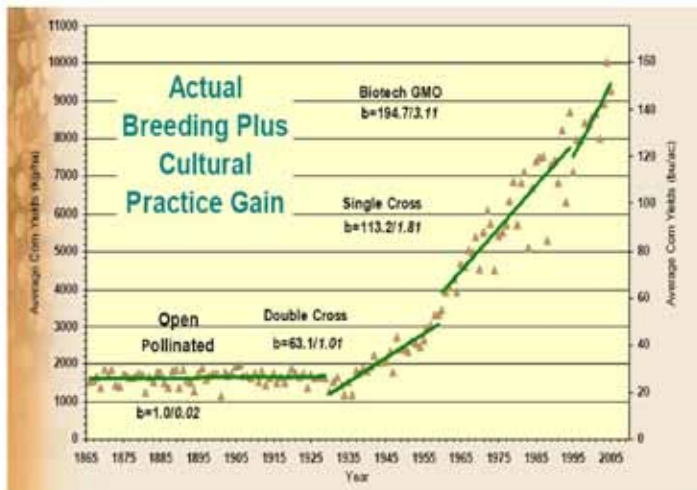


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Marco Ferroni from the **Syngenta Foundation** (Switzerland) was next in line, with a **Technical Keynote Address on Agricultural growth, Food Security and Agribusiness sector in Sub-Saharan Africa.**

Syngenta focuses on assisting small scale farmers to raise productivity and link them to markets. In order to achieve the objectives of the Agribusiness Forum, he said, priority topics such as infrastructure, technology and regional integration have to be addressed.

*US since the 1930s (private sector's seed market share today: +/- 100%);
Europe from the 1950s; Asia from the late 1960s; LATAM from the 1970s
Time for Africa is NOW*



Regardless of their size or location, farmers need technology, services and market access, he observed. The private sector had a vital and much more prominent role to play in this regard than in the past. He made a direct call to the audience: "The private sector", he said, "will have to think out of the box because it has become much more important than it has been in the past." He took the example of how mobile applications, such as remote diagnostics



and extension services, are enabling much closer interaction with farmers than before. The potential of so-called 'disruptive' technology, he said, is leading to entirely new business models and exciting opportunities for small scale farmers.

Only the private sector can deliver "en masse", said Mr Ferroni, but to fulfil its potential it needs a proper enabling environment, involving the public sector, as well as the "third sector", such as NGOs and patient capital. He gave a series of examples of successful partnerships in building the seed market in Kenya.

SESSION II – FOOD SECURITY THROUGH COMMERCIALISATION

The session was chaired by **Charles Owach**, Deputy Representative, **FAO** -Uganda - and the panel consisted of four speakers from **FAO**, which is playing a leading role in promoting the commercialisation of agriculture in Africa.

The first speaker was **Susan Minae**, from FAO African headquarters in Addis Ababa. Mrs. Minae noted that while in the past, food security was mainly equated with the idea that each household should produce its own food; the emphasis was now on commercialisation of agriculture as a main driver of increased food security. A US\$ 20 million commercialisation programme funded by the Italian government was being implemented in this regard, with specific projects in over 20 countries in Africa, Asia, Central America and the Caribbean. The main focus is on helping smallholder farmers through a mix of capacity building, business linkages and improved access to basic inputs and facilities. There were a number of challenges in this regard, including the lack of service providers in agribusiness development and a recurrent lack of access to financial services.

Mr Pie Njiginya, National Project Officer for **FAO** in Burundi, followed up on his colleague to present specific examples of commercialisation programmes in Burundi, Rwanda, Uganda and Malawi. Linkages between smallholder local farmers and agro-processors, exporters, traders and stockists were established through semi-formal or sometimes ad-hoc purchasing agreements. This creates incentives for farmers either individually or as members of cooperatives to increase production and quality of crops through price incentives. Despite



a number of challenges, including high start-up and transaction costs, such linkages help many farmers to move away from subsistence farming, increase production and income.

The third speaker was **Elizabeth Sibale, FAO Consultant & Contract Manager** - Malawi. FAO, she said, was piloting projects in a number of African countries to help farmers add value to their crops, gain better access to markets and increase their incomes. Some of the important factors of success include thorough market research and determining the capacity of service providers, notably in the fields of technology and marketing, for example.

Mrs Sibale was succeeded by her colleague **Ibrahima Faye, FAO National Project Coordinator for Senegal**. The commercialisation of agriculture in Senegal faced many similar challenges to those in East and Southern Africa, said Mr Faye. These included the lack of technical and operational capacity, lack of infrastructure, lack of access to finance and lack of access to markets. Much of the focus in Senegal was on women, who make a significant contribution to the Senegalese agricultural sector. For this reason, FAO has



focused on providing training and equipment to women, including basic accounting, marketing and managerial skills.

The session's main findings were then briefly wrapped up by Susan Minae: "If you are to have impact, you need to have strategic identification and prioritising", she concluded. "There are opportunities to document and promote the lessons learnt, to support regional cooperation, and further promote agricultural commercialisation."

EMRC-RABOBANK PROJECT INCUBATOR AWARD

The afternoon saw the projects in line for the **EMRC-Rabobank Project Incubator Award** being introduced by **Pierre Van Hedel**, Managing Director of **Rabobank Foundation**.

Mr Van Hedel reminded the audience of the criteria used in the awards process. Among others they need to contribute highly to the development of rural communities, have cooperative involvement and of course be implemented in Africa.

The evaluation committee jointly made up of Rabobank and EMRC, chose 5 proposals for the final round:

Everlyne Cherobon - EMEDEM (Kenya): EMEDEM is an NGO with a project to improve sustainable agriculture in Kenya. It is piloting a contract farming project with selected groups of farmers in Kenya's semi-arid Northern districts to grow sunflowers and aloe vera, integrated with beekeeping.

Maria Odido - Bee Natural (Uganda): BEE Natural has been producing bee-related products such as honey, wax and candles in Uganda since 2007. It employs 23 beekeepers and trains them in order to improve their production methods. It then links them to equipment providers to enable them to increase and improve productivity. The business wants to diversify into other products such as the processing of carrot and pineapple jam, as well as orange marmalade and is working with Makerere University in this regard.



Naomi Lundman - AMPATH (Kenya): AMPATH (the Academic Model Providing Access to Healthcare) is a joint initiative by Kenyan and American academic institutions to foster a comprehensive approach to HIV/AIDS control and primary care. It currently provides such care to 140,000 people in Kenya's Rift Valley. AMPATH has launched the Valley Orchard project, through which local farmers will produce passion fruit pulp and process fresh fruit. AMPATH would use the incubator award to help farmers gain access to markets and purchase laboratory equipment and solar panels.

Tony Kalm - OneAcre Fund (Rwanda and Kenya): The OneAcre fund helps farmers in East Africa to 'grow themselves out of hunger and poverty' by providing simple tools and training that can double production levels. They currently serve 30,000 families and project to expand to 50,000 by the end of 2011. With about 75% of the world's poor active in farming, OneAcre fund's vision is to serve at least 1 million families in ten years' time.

Pamela Anyoti Peronaci - Sunshine (Uganda) Sunshine is a social enterprise that supports small farmers in NE Uganda with small loans for inputs and on-farm training to produce non-traditional cash crops (chili) for export. The company works with 650 registered farmers of whom almost 50% are women. Each farmer supports on average of 8 family members – overall about 5200 people benefit from the company.

Each of the project finalists was given the opportunity to present their project to the audience. **Idit Miller**, Managing Director of EMRC, closed the session after thanking each of the teams, before declaring that the winner would be announced at the gala dinner that evening, hosted by the Government of Uganda.

In the afternoon the delegates went into technical workshops for in-depth discussions on topics such as Capacity Building and Innovative Successful Agricultural Initiatives. The workshops gave the opportunity for questions, debates and exchange of experiences and opinions between speakers and the audience.



WORKSHOP I: CAPACITY BUILDING FOR INNOVATIVE AGRIBUSINESS

The panel on Capacity Building for Innovative Agribusiness was moderated by **Charles Kwesiga**, the Executive Director of the **Uganda Industrial Research Institute (UIRI)**. Dr. **Kwesiga** made a few introductory remarks about the unrealised potential of agriculture in Africa, and challenged the participants to ask themselves what exactly their roles were. Such roles, he answered rhetorically, included a mix of policies and resource allocations; the dissemination of knowledge; innovation and deeper involvement of the private sector. He went on to say that "The political class that establishes policies and allocates resources don't work in isolation - they work with technocrats who offer technical services and implement policies". He expressed concern about the challenges faced by African educational systems and noted that "they are a progeny of colonial systems which lack experimentation and practical applications and these exhibit outdated or outmoded curricular with inordinate focus on grades rather than skills".

George Marechera from the **African Agri-Tech Foundation (AATF)** was the first panellist to intervene. "The world is faced with a series of major challenges", he said, "Including food and nutritional insecurity, pandemic and chronic diseases, unsustainable agricultural practices, depletion of natural resources, climate change and food price crises".

AATF, he explained, is an innovative public-private partnership designed to harness best practices, resources and expertise of public and private sectors. AATF negotiates access to agricultural technologies that can be used to address agricultural challenges. Some of the projects they are implementing include STRIGA control in maize, insect resistant cowpeas, banana bacterial wilt, water efficient maize, nitrogen-use efficient rice, and mechanisation. Putting technology in the hands of a farmer is a sure way to increase production levels, said Mr Marechera, who also argued for more public-private partnerships in agriculture and for governments to provide an enabling environment.

Dennis Massart from **Pro€invest** was next to take the floor. Based in Brussels, Pro€invest is an EU-ACP partnership programme developed and undertaken by the European Commission on behalf of ACP countries. Its main focus is on investment and technology transfer in the field of agriculture. Launched in 2002, Pro€invest is the largest EU funded programme supporting private sector development in the ACP countries, with a total budget of EUR 10m.



Pro€invest also offers trade facilitation, assistance to exporters associations, and support to export promotion agencies, specifically in the field of agriculture. Mr Massart said that Africa's higher growth levels and improving economic prospects were attracting significant investment and capital from abroad. And **Pro€invest**, he said, "Has firm plans to contribute further to investment in Africa. We have two Trinnex initiatives planned for the upcoming months: the first one will start in Kigali, Rwanda at end of November 2010, and the second one is planned for Mauritius in February, to cover Indian Ocean states", Mr Massart said.

The next presenter was **Lynette Bezuidenhout**, Managing Director of **Mpumalanga Agri skills Development and Training (MADT)**. MADT, based in South Africa's Mpumalanga province on the border of Mozambique, develops and trains small and medium-sized entrepreneurs (SMEs) in the field of agriculture.

MADT incubates projects and remains closely involved in their clients' business for 3 years as part of a contractual agreement. This approach has successfully led to the creation of sustainable agribusiness and jobs in South Africa's KwaZulu-Natal and Mpumalanga provinces. MADT also develops strategic alliances with business partners and stakeholders in the industry in order to achieve success. Training alone will not do the trick, says Mrs Bezuidenhout, emphasising the importance of continuous monitoring and evaluation as another key part of MADT's role in capacity building and skills transfer.

The last panellist for the session was **João Pedro Domingos**, Vice Dean of the **Agostinho Neto University (UAN)** in Luanda, Angola. Focusing on the topic of "Food safety and Business Opportunity in Angola," Mr Pedro started with a brief introduction on the history and development of agribusiness in Angola, the educational policy of the agrarian sector and the supporting role of UAN. The two decades and a half following Angola's independence were marked by war, economic crisis and centralised planning in the agricultural sector. However, since 2002 things have taken a dramatic turn for the better as peace returned to Angola and new policies started being implemented. Angola now has several new agrarian institutes, including locations in Huambo, Malange, Uíge and Andulo, as well as a network of professional training centres for

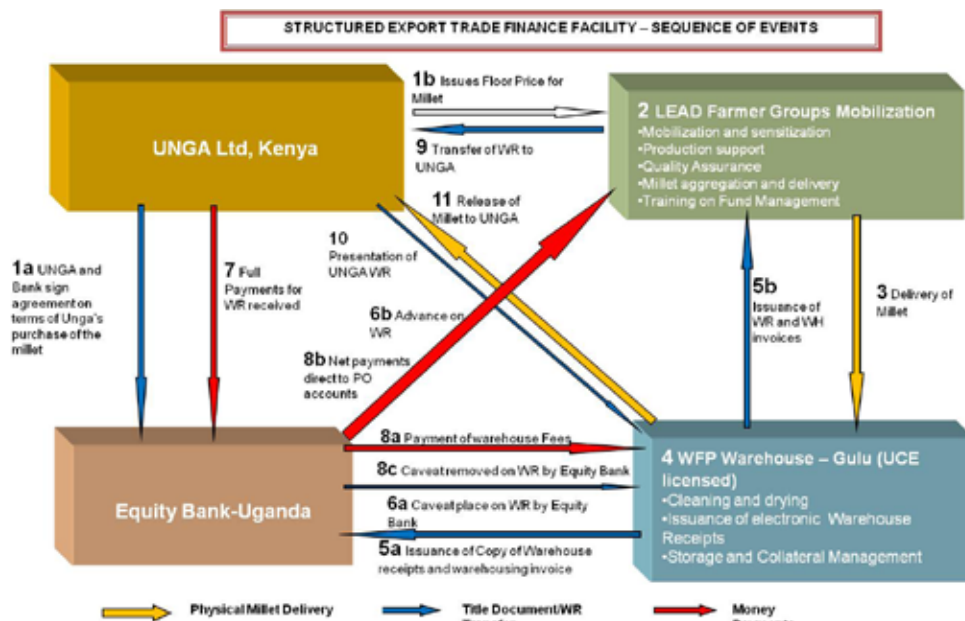


capacity building. The government is part of this process, with a US \$ 350 million investment plan over the next three years for agribusiness, including small and medium family businesses, rehabilitation of agricultural infrastructure and the creation of an enabling environment. The agricultural sector is now in a process of full renovation, and Angola offers great opportunities for agribusiness in a general context of economic growth and stability.

WORKSHOP II: SUCCESSFUL AGRICULTURAL INITIATIVES.

Workshop II focused on examples of successful agricultural initiatives in Africa, moderated by **Faith Ntombikayise Msimang** Founder and Managing Director of **Peulwana Agricultural Financial Services** in South Africa.

The first presenter was **Susan Corning**, Managing Director, **USAID/LEAD** project in Uganda. USAID/LEAD's aim was to facilitate access to international markets for smallholder farmers. The programme is now running into its third year and covers improved productivity, trade capacity and value addition. The aim, said Mrs Corning, was to ensure food security and incorporate small holders into high-value markets.





The basic constraints of the project include the fact that farmers are not sure of the market requirements and standards; a lack of production finance and the tardiness of buyers in paying up. They have extensively consulted with all stakeholders involved in order to overcome these challenges.

The programme's central feature is the "Structured Export Trade Finance Facility" – an elaborate mechanism that organises the flow of agricultural produce (in this instance, millet), the cash flow and documentation. The scheme's main client is UNGA, a Kenyan milling company, but farmers are free to sell to anyone offering better terms, a key element for them to buy into the mechanism.

Mrs Corning was followed on the podium by **Lukas Wellen**, CEO of **Musoni Mobile Microfinance**, based in the Netherlands. Mr Wellen gave the audience a brief overview about Musoni's activities in East Africa and its pioneering of "new generation" microfinance. Musoni's main innovation is to combine microfinance with mobile phone technology: it is the first microfinance institution in the world to go 100% mobile. He shared some important basics about microfinance institutions with the audience, emphasising its key role in leveraging agricultural potential and providing access to loans for smallholder farmers, especially in Africa. Contrary to many assumptions, microfinance is not just about credit but also about savings, he said. East Africa, and especially Kenya, was at the vanguard of mobile payment systems, notably with M-PESA, operated by the largest telecoms firm in the country. This has, for the first time, extended access to basic financial services for millions of Kenyans, and people are now able to use mobile phones to make loan payments and deposit savings. This type of technology has already revolutionised payments in Kenya and will have a much more significant impact within the next few years around the continent.

The third panellist was Malawi-based **Ines Kondowole-Banda**, a community-level entrepreneur. She shared her experience with the audience as a successful Agricultural SME in Malawi, the **Nkothahota Cassava producers Association**. Started in 2008, the venture has successfully trained several small cassava producers in processing, marketing, and quality management. The Association has now gained national recognition and is exporting cassava flour to neighbouring countries.



The last presentation of the session was given by **Julio Garrido**, Managing Partner, Dev. Advisory Services, **KPMG East Africa**. Land, of course, is the primary resource when it comes to agribusiness and food security, he said. Like elsewhere, increasing scarcity is making land in Africa more valuable and one of the biggest challenges is to balance the needs and interests of communities and commercial stakeholders when it comes to owning and managing land. In many countries, this is also a deeply political issue. Mozambique set an example for an equitable framework for the co-existence of customary rights in land held by local communities and private rights for the exploitation of land granted by the state.

The last presentation of the session was by **Daniel Kelema**, National Director for Agriculture at the **Ministry of Agriculture of Mali**, who gave the delegates an overview of Mali's cereal-growing strategy. Mali's objective was to produce 1.6 million tonnes of cereals every year. These objectives could be achieved mainly with investment from the government in fertilisers, seeds, and loans to producers. The strategy put forward aimed at increasing the productivity of the different systems in the country through the intensification of production and government support. Between 2007 and 2008, Mali produced 1,082,384 mt of paddy rice. The ambitious "Rice Initiative" programme targeted 1,618,232 mt of paddy – thus nearly a 50% increase. The planned production target is enough to cover the country's needs of 900,000 mt of decorticated rice and allows a surplus of 100,000 mt for export to neighbouring countries. For this major operation, the government subsidised the seed costs by 60% and fertilisers by 50%. To improve field monitoring, 102 community-based extension agents were recruited, trained and even given motorbikes during their inspections. Paddy production reached 1,624,436 mt, therefore surpassing the 50% targeted increase, to the great satisfaction of the entire country.

GALA DINNER SPONSORED BY THE GOVERNMENT OF THE REPUBLIC OF UGANDA

A full day of proceedings ended on a high note, with a glamorous Gala Dinner organised by the Government of Uganda that took place around the pool adjacent to the lake, at which the **EMRC-Rabobank Project Incubator Award** winners were announced. Runner-up **Everlyne Cherobon**, received a glowing review for her **Emeden project**. The panel then announced the winner of the 2010 EMRC-Rabobank Project Incubator Award: **Maria Odido** and her **Bee**



Natural Uganda project. Mrs Odido was delighted with her US\$ 15,000 award and summed up the motivation of many of the AgriBusiness Forum participants, 'It's not my job, it's my life'.

In addition to the Project Incubator award, each year EMRC recognises one individual whose actions have had an outstanding impact on African agribusiness development as well as benefited local and regional socio-economic development. This year's **AgriBusiness Award** winner is His **Excellency Mr Modibo Sidibe, Prime Minister of the Republic of Mali**, in recognition of his "Rice Initiative" launched in his country during 2008, with the achieved objective of making Mali's crop production self-sufficient by 2009.

DAY THREE: TUESDAY 5 OCTOBER 2010

SESSION III - PART I: FINANCE & INVESTMENT IN AGRICULTURAL DEVELOPMENT

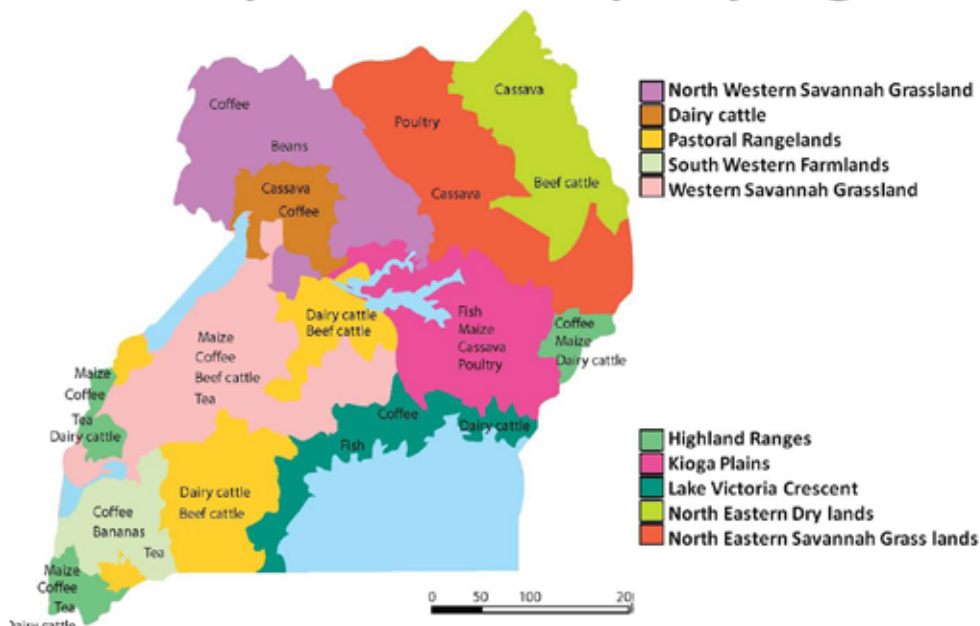
Day 3 of the conference started in earnest with a plenary session on Finance and Investment in Agricultural Development. The session was moderated by **Arthur Levi**, Former Head of Europe – **International Finance Corporation (IFC)**.

The first speaker was **Philip Odera**, Managing Director of **Stanbic Bank Uganda**. Stanbic Bank is part of the Standard Bank Group, Africa's largest banking group, operating in 17 countries on the continent. It is also the dominant player in the Ugandan market, with a 25% market share.

As had already been underlined by other speakers during the conference, about 70% of Uganda's 32 million people earn their living from agriculture, which contributes to 30-31% of the country's GDP. Similar proportions are applicable in many other parts of the continent. Mr Odera said there has been tremendous growth in the economy and the banking sector in Uganda, but despite that growth, lending to the agricultural sector has been limited. Stanbic has tried to find ways of helping agribusiness succeed in Uganda and elsewhere in Africa by teaming up with partners: this led to the creation of the Agribusiness Loan Scheme with Kilimo Trust and AGRA (the Alliance for a Green Revolution in Africa). This loan scheme intends to facilitate the linkages for smallholder farmers, promote farmer associations and cooperatives and provide technical assistance. Stanbic's total agribusiness portfolio reached



Map of main crops by region



US\$ 254 million by August 2010, of which US\$ 220 million was directly for agribusiness, and another US\$ 29 million for vehicle and asset finance related to agribusiness.

Stanbic, concluded Odera, would continue to play a key role in financing the development of agribusiness around the continent.

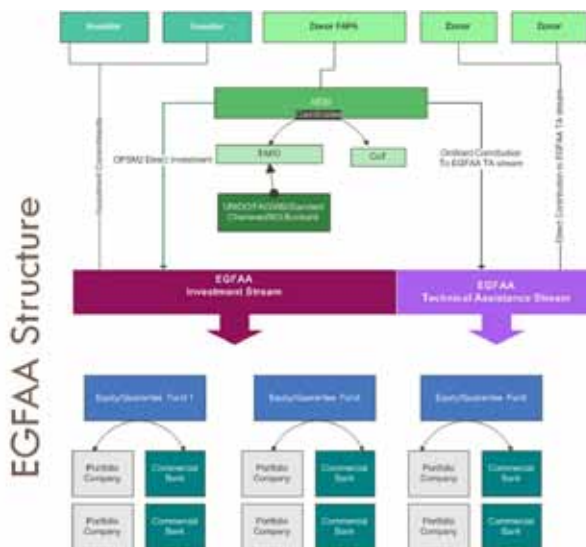
The next presenter was **African Development Bank's (AfDB) Mohamadou Niang**. He mentioned how low productivity, broken value chains, market inefficiencies and barriers to trade, high risk or low returns, were negatively affecting risk perceptions about agriculture. AfDB intends to change this by providing funding to increase agricultural productivity, enhance food security, and conserve natural resources through innovation both in the public and private sectors.

He said the drivers of this effort will be the provision of credit, more liquidity and lower interest rates, as close cooperation between the AfDB and the commercial banks is needed in a bid to lower risk perceptions. AfDB intends to promote the transfer of skills and technologies and the provision of capital. In order to achieve its goals, AfDB has launched a US\$ 1 billion Agribusiness



equity fund of funds (EGFAA). This fund will ease access to investors and donors funding and help transform the challenges of financing agriculture in Africa into sustainable opportunities.

Following Niang on the stage was **Oswald Magwenzi**, Investment Officer at **IFC- Kenya**. Mr Magwenzi dealt with the issue of scaling up finance and investment in agricultural development. The IFC is the investment arm of the



World Bank Group, focusing specifically on private sector development and financing. He highlighted some of the pillars in the operations of the IFC in the field of agricultural development, which included increasing the capacity of farmers to produce more food, new product development, risk-sharing and economic and environmental sustainability.

The IFC supports agricultural development in Africa for a total of over US\$ 2 billion through direct investment, wholesaling through banks and other financial intermediaries (such as Stanbic Bank), as well as structured finance. These interventions focus on value chains, inputs, farm production, and processing, and funding is spread over a variety of sectors such as grain and milling, fruits and vegetables, animal processing and beverages, among others. Mr



Magwenzi went on to provide specifics of some of IFC's success stories on the continent, including short term financing in the cocoa sector in Ghana, and long-term financing for logistics in Malawi, Tanzania and Mozambique.

The last speaker for this session was **Hugh Scott** from the **Africa Enterprise Challenge Fund (AECF)**, focusing on how to fund innovation for business in Africa. AECF channels donor money to the private sector on a competitive basis, he said. It is an Africa-wide fund, whose main aim is to make an impact on smallholder farmers. It currently supports 40 projects in 16 countries, benefiting an estimated 2.5 million people in rural areas. Focus areas were agribusiness, rural finance services, renewable energy and adaptation to climate change. The fund was launched in June 2008 with a start-up capital of US\$ 35 million, which has now grown to US\$ 89 million.

SESSION III – PART II: INNOVATIVE FINANCIAL SOLUTIONS

Moderated by Arthur Levi, the first presenter was **Nixon Bugo**, of the **Alliance for a Green Revolution in Africa (AGRA)**. He described AGRA's extensive partnership with banks, and their success in facilitating the Impact Investing Fund for African Agriculture. He said that AGRA ensures that they target the entire value chain by providing finance to small-scale farmers, thus helping to create the conditions for long-term and sustainable bankability of small-scale farmers. Mr. Bugo went on to emphasise the key role of Agriculture in East Africa: "Agriculture accounts for over 70% of our labour force and over 25% of average GDP. AGRA, he continued, has worked extensively with banks, in facilitation of the Impact Investing Fund for African Agriculture".

Following Mr. Bugo, **Faith Ntombikayise Msimang**, Founder and Managing Director of **Peulwana Agricultural Financial Services** in South Africa, outlined the history of her organisation before moving on to a discussion about how the organisation operates. Peulwana seeks to improve market access, access to finance, networking and mentorship, and it ensures the legal compliance of businesses. She said these are achieved largely through various public private partnerships (PPPs).

The third panellist was **Herman Marais** of **Agri-Vie** South Africa. He posed the question - Do private equity partners add value to your food or agri business? Involving private partners could, he argued, ultimately lead towards



sustainability and business longevity. Agri-Vie invests in commercialising post-harvest and helps businesses to grow to a “medium” extent into the value chain, and increase to the point where they are able to implement proper management structures.

The next presenter was **Patrick Mutenda** from the **Zambia National Commercial Bank (ZANACO)**. ZANACO targets emerging farmers through a dedicated fund in order to improve entrepreneurial skills and livelihoods, whilst making Zambia a breadbasket for the region. Their model has forged different partnerships, giving farmers benefits like training in basic cash flows and basic book keeping.

The last presenter in this session was **Ides de Willebois** of **IFAD**. With the goal of ensuring food security, IFAD caters to small farmers. A total of 75% of their funds go to agriculture and rural finance and 25% to micro enterprises. He emphasised the need for agricultural diversity in Africa, as 80% of sub-Saharan soils are degraded, 20% can be irrigated, and 20% are capable of carrying out rain-fed agriculture. He concluded by noting that IFAD is trying to engage governments to see how it can lend to them to support agriculture in developing countries.

SESSION IV: TOWARDS INDUSTRIALISATION – POST-HARVEST MANAGEMENT, AGRO-FOOD PARKS AND CORRIDORS

Session IV was moderated by **Nicholas Norbrook** of **The Africa Report** who after introducing the topic gave the floor to the first speaker Rex Raimond.

Rex Raimond of the **Meridian Institute** based in the United States outlined the Meridian Institute's Innovations for Agricultural Value Chains in Africa project (funded by the Bill & Melinda Gates Foundation). The project aims to promote innovative post-harvest management and processing technologies and to develop strategies and structural recommendations to donors interested in accelerating the commercialisation of post-harvest technologies in sub-Saharan Africa to improve smallholders' food security and income. He said their challenge was to identify opportunities to improve efficiency and success of post-production technology, commercialisation and adoption.



Marina Mira d'Ercole, of the **European House Ambrosetti**, was the second speaker. After giving a brief outline of the European House Ambrosetti, she spoke about post-harvest management and agro-food. Their project, she said, ensures the African market's needs are met by creating integrated replicable agro-industry parks that improve productivity and quality standards, attract investments and increase the export competitiveness.

Next, **Michael Winklmaier** of **FAO** provided a case study of the FAO / GOT project - Southern Highlands Food Systems in Tanzania. The project addresses technical support and capacity building through grain supply systems, food-industry development, sub-sector policy and institutional support. By developing "corridors" and "clusters", subsistence farming can transform into agribusiness. He emphasized that this is a long-term goal, however, requiring integrated efforts of multi-stakeholders and capital investment.

The last speaker was **Ilyas Abdul Rahman**, Chief Operating Officer of the **International Crops Research Institute for Semi-Arid Tropics (ICRISAT)** in India, an institutional-innovation model for driving public-private partnership. He demonstrated how ICRISAT's Agri-Science Park is working to improve livelihoods of smallholder farmers in the semi-arid tropical areas by developing and commercialising science-based technologies, innovations and knowledge.

In the afternoon, the delegates went into technical workshops for technical discussions on topics such as the Integration of Smallholder Farmers in the Value Chain and Commercial Opportunities for Agri-Inputs. The workshops were an interactive platform, which enabled delegates to share their experiences and ask questions to the expert panel of speakers.



WORKSHOP III: INCLUSION OF SMALL SCALE PRODUCERS IN VALUE CHAINS – BEST PRACTICES

The third workshop, moderated by **Henk Knipcheer** of **Winrock International**, dealt with the integration of smallholder farmers in the value chain

The first presentation of the session was from **Wanjiku Kimamo** of **Technoserve**, who discussed the joint project between Coca-Cola, the Gates Foundation and Technoserve's Nurture. The project was designed to double small fruit producers' incomes in Kenya and Uganda by addressing constraints in the value chain, facilitating skills-transfer relationships and matching small scale farmers with stable buyers. It is a 4-year pilot project targeting 54,000 farmers in Kenya and Uganda.

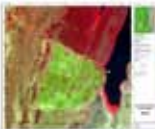
In a presentation on best practice for the inclusion of small scale producers in the value chain in Kenya, **George Osure** of the **Syngenta Foundation** argued that small scale farmers have a valuable part to play in the value chain, but face challenges, particularly accessing market-based value chains. Syngenta's modules address issues such as market access, finance, technology and productivity, and farmer training via clusters.

In the final presentation of the session, **Sven Piederiet** of **Bralirwa Ltd.**

* Key aspects of implementation

• Strategy 1: Irrigation

- First use of Center Pivot irrigation technology in Rwanda (700 Ha)
- Efficient use of water resources, energy and time (combining irrigation and application of chemical and fertilisers)



• Strategy 2: Mechanisation

- **Innovation:** First private medium scale mechanized farm, as a model farm
- **Proper soil management:** Use of environment friendly technology (equipments adapted to minimum tillage)



• Strategy 3: Crop Intensification

- Use of high yield varieties (Eg **Hybrids maize**) combined with irrigation and fertilisers
- **Crop rotation** practices for sustainable soil management (combination of cereals and legumes to regenerate soil fertility)
- **Increased productivity:**
 - Maize: From 1.2T/Ha to 10T/Ha
 - Soja: 0.8T/Ha to 2T/Ha.
 - Tomato: 30T/Ha to 70T/Ha



• Strategy 4: Inclusion small scale farms in the value chain

- Support to 500 outgrowers: neighbouring project site.
- **Technology transfer** (access to mechanisation and use of high yield varieties)
- **Project equipment** available for use by outgrowers upon payment for service
- Offering **post harvest services** to ensure product quality and reduce losses.
- **Market:** Bra Min to purchase outgrowers' production.



outlined the BraMin-Rwanda project, a partnership between BRALIRWA Ltd (Rwandan beverage company) and MINIMEX SA (owner of biggest maize mill in Rwanda). The project aims to increase maize quantity, while stabilizing prices. They partner with rural communities to provide technology to outgrowers, including irrigation, mechanisation, crop intensification, and market access.

WORKSHOP IV: COMMERCIAL OPPORTUNITIES FOR AGRO-INPUTS

Moderated by **Richard Jones** of **IFDC**, Kenya, the first presenter was **André de Jager** of the **IFDC**, Ghana. He described how small agribusiness clusters, that include all elements of the value chain, could increase business productivity in Africa. He told a fascinated audience that small investments tested among 600,000 farmers in 7 African countries resulted in very high impacts: “With only EUR 25 invested per household, yields increased by 80% and household income by 50%”. In addition, some 5,000 SME commercial service providers had been established, “This methodology works”, he asserted, “and other programmes are being developed to expand into East Africa, particularly into the private sector”. The IFDC’s programme operates through training, strengthening agro-inputs, facilitating access to credit and by demonstrations.

Fred Muhhuku of the **Alliance for a Green Revolution in Africa** (AGRA) was the next presenter. He spoke about agri-inputs as drivers of production and the related business opportunities. Mr. Muhhuku said that the underutilisation of agri-inputs, specifically fertilisers, equals low productivity. Thus, opportunities for the public and private sectors exist to promote the use of agri-inputs to drastically increase agricultural productivity in sub-Saharan Africa.

The next presenter, **Timothy Prewitt** of **USAID Markets** spoke about USAID’s “Last Mile” project to increase farming productivity in Nigeria through the provision of credit to farmers and a “demand-pull” approach, which includes value-chain financing, smart subsidies, improving delivery systems, and increasing financial literacy.



In his presentation on the opportunities for agrodealer enterprises in Africa, **Joseph Mwangangi**, of **Agrodealer Development Programmes**, discussed the role of agrodealers for increasing smallholder competitiveness. The agrodealer increases smallholders' access to the value chain, while building capacity, providing support and advancing agricultural policy.

Vince Morabito gave the closing presentation of the session by discussing the role of agribusiness within Deloitte's consumer products group. **Deloitte**, a network made up of 165,000 professionals in independent firms throughout the world, provides consulting, advisory, financial and risk management services. "I am very impressed", said Mr Morabito, by the experiences of all the panellists who preceded me, and especially the discussions around the topic of competitiveness". Indeed, he mentioned, "no value chain can be successful unless individual parts of the value chain are profitable". He further noted that "the challenge is at the bottom of the agribusiness value chain, and especially smallholder farmers". In this regard, large organisations, for example Monsanto, were crucial actors when it came to strengthening the bottom of the value chain, he said.

Special Session V: Country Focus: Investment One Opportunities in Chad

Special Session V focused on Chad – a country that has long been off the map for international investors but one that has made significant progress over the last few years towards economic and political stability, with exciting opportunities in the fields of agribusiness, mining and resources, among others.

The session was opened by the Prime Minister of Chad, **Hon. Emmanuel Nadingar**. "The Republic of Chad and its people", he said, "are about to celebrate 50 years of independence, and our country is at the dawn of a new era". Chad has benefited much from the discovery of oil over the last decade and a half, he said, "but we need to consider that oil resources will not last forever, and we need to concentrate on diversifying our economy". The Prime Minister outlined his government's sector-based growth strategy to the audience. In the field of agriculture, an amount of US\$ 20 million is being spent in partnership with multilateral and bilateral institutions. The Prime Minister invited investors to help



Chad in implementing its green revolution, specifically in regards to agro-forestry: "We are now concentrating on mechanisation, and investing in the development of agro-forestry and pastoral activities, he said. "We need to improve our seeds, we need better machines and fertilisers." Chad has also made much progress in terms of facilitating foreign investment, as is evidenced in particular with the Investment Charter and a more attractive business environment. Looking directly at the assembled audience, the Prime Minister said he had one final message to deliver: "We hope to see you in Chad very soon".

Prime Minister Nadingar was followed on the podium by the Deputy Secretary General to the PM Chad, **Ronelngue Toriara**, who gave the audience an outline of opportunities, constraints and intervention areas in the country. "Chad", he said, "had many untapped resources, including significant mineral deposits such as gold, iron, and tungsten. The country also has over 5 million hectares of arable land and 19 million heads of cattle. Extensive agriculture is, of course, one of the main drivers of our economic development" he said. The secretary general cautioned, however, that the country faces a number of challenges: Climate change is causing droughts, and another issue is a lack of skills. These challenges, however, also represent opportunities for intervention. "We want to diversify the production system, training, equipment and supply of inputs so that by the year 2015 we may increase our capacity as planned by the Chadian economic development programme." Specifically, the government is looking to enter into partnerships with the private sector on food security, livestock production, fertilisers, microfinance systems, and rural investment.

The third speaker from Chad was the Minister of Agriculture and Irrigation, **Hon. Albert Pahimi Padacke**, who highlighted the potential for transforming raw materials in the country for export. He said that as part of Chad's commitment to the country's food security, the government has adopted an ambitious strategy to eradicate hunger and malnutrition, as well as an agribusiness development policy. The Minister reminded the audience that Chad is committed to all its international, bilateral and multilateral agreements, as well as the Investment Charter mentioned earlier by the Prime Minister: "Chad guarantees private investment and will protect the rights of the



investors." He concluded by extending an invitation to all potential investors to visit Chad and explore investment opportunities.

The Chairman of the National Chamber of Commerce, Industry, Agriculture & Handicraft of Chad, **Souradj Koulamallah**, was the final speaker. Thanks to the oil windfall of the last few years, Chad has launched a number of ambitious development programmes to improve health and infrastructure for education, Mr. Koulamallah said. "Agriculture, livestock, environment and security remain the priority sectors of Chad's economy," he told his audience, highlighting the government's main focus areas. Despite the challenges of the agricultural sector, the Chairman assured the audience that "we can make use of the opportunities in this conference, and now that we are at peace with our neighbors, specifically Sudan and Libya, we can look forward to developing massive infrastructure projects to link Chad with the outside world".

DAY FOUR : WEDNESDAY 6 OCTOBER 2010

On day four of the conference, moderator **Timothy Prewitt** of **USAID MARKETS**, moderated session VI on Food Security and Water Challenges. **George Marechera**, Business Development Manager of the **African Agricultural Technology Foundation (AATF)**, gave the opening presentation in which he spoke about the challenges of water scarcity for food security. Specifically, he outlined how AATF bridges the gaps in the availability of resources and technology, to address water scarcity through striga control in maize, insect-resistant cow peas, banana bacterial wilt, and water efficient maize for Africa (WEMA), among others.

Next on the podium was **Said Silim**, of **ICRISAT for Eastern and Southern Africa (ICRISAT ESA)**. He referred to India as an example to outline the need to address water challenges through the provision of irrigation technologies to smallholders. Dr. Silim suggested integrated watershed management as a solution, noting its framework as one that integrates technical, economic and social knowledge to link production, conservation and livelihood objectives of people.



The third presentation, given by **Nick Moon**, co-founder of **Kick Start**, was about increasing growth for smallholders. Mr. Moon described his strategy of increasing economic growth for smallholders as one of “Design-Produce-Distribute-Market-Sell-Monitor Impacts”. He said that 10% of sub-Saharan Africa’s population lives where there is easily accessible shallow water, yet only 1% irrigate. By providing low-cost capital equipment, such as human powered water pumps to the “base of the pyramid”, Kick Start has begun to match “supply” with “demand”.

The final presentation was from **Lalbihari H. Sharma** of **Jain Irrigation System**. He shared Jain’s integrated approach to increased food production. Their approach features high-tech products and services (bio fertilisers, solar power, etc.), training (classroom, on-site and publications), and increased or improved market access (assured contracts, accreditation, etc.).

SESSION VII: AGRO-FOOD TRADE

The seventh session of the forum was moderated by **Joyce Cacho**, Chief Sustainability Officer from **Novus International** based in the USA. **Timothy Wesonga** of the **East African Community** (EAC) began the session by outlining the role of the EAC in ensuring food security through the development of a common East African market. He said the common market eradicates all trade barriers on goods and services and liberalises the movement of labour and capital. The common market is intended to promote agricultural sustainability and ensure food security.

Next, **Henk Knipscheer** of **Winrock International** gave the audience an overview of the Partnership for Safe Poultry in Kenya (PSPK). The PSPK helps promote bio-security, increases competitiveness and contributes to rural livelihoods by providing economic incentives to adopt bio-security. The programme links producers and markets, while leveraging volunteer expertise.

Njalla Quan, of the **Cameroon Development Corporation** (CDC), presented on the importance of food quality and the need for, and difficulty of, implementing standards and traceability in Africa. These challenges include the proliferation of terms and the lack of clear minimum standards. As a way forward, he suggests awareness-raising, partnerships and networking as a means to develop, consolidate and



implement norms.

Following Mr. Quan, **Anne Mbaabu**, Director of the Alliance for a Green Revolution in Africa's (AGRA) Market Access Programme, presented an action plan for making value chains work for smallholders. This plan includes building linkages and long-term relationships between businesses and smallholders, as well as promoting public private partnerships to increase capital investments that would decrease post-harvest losses.

In the final presentation of the session, **Edward Gitta** of the Agribusiness Initiative Trust (**aBi Trust**) presented aBi, a private-sector agribusiness development aimed at enhancing wealth creation in Uganda through value chain development, financial services development, gender for growth grants and trade and quality management systems. Specifically, through harmonisation and increased transparency, capacity building, awareness raising and quality control measures, agribusiness can increase its contribution towards wealth creation.

COUNTRY FOCUS: UGANDA

The special session on Uganda was moderated by **Vincent Rubarema**, Permanent Secretary of the **Ministry for Agriculture, Animal Industry and Fisheries**.

The first speaker was **Hon. Henry Bagiire Aggrey, Minister of State for Agriculture**, who began his presentation by reminding the audience of just how crucial the agricultural sector is for the country: "Agriculture contributes 22% of our GDP and is the primary occupation of around 77% of our working population", he said. As a result of Uganda's reliance on agriculture, the government has put into place a "sound macro economic framework conducive for investment," particularly in the context of rising demand for agricultural commodities, especially dairy products, meat, fish, cotton (textiles), fruits, vegetables, floricultures, cocoa, coffee and tea. Markets are expanding domestically, but also regionally and internationally. The Minister concluded his presentation by highlighting a few of the country's success stories, namely the Uganda Breweries linkage with the Barley Commercial Farmers Association, and the Kinyara Sugar Company's linkage with sugar commercial outgrowers, to name a few.



The second presenter, **Maggie Kigozi**, Executive Director of the **Uganda Investment Authority**, provided the audience with an impressive list of the number of incentives that are in place in the country for international and local investors. These included macro-economic and political stability, a good infrastructure, a liberalised banking and financial services sector, markets, and a productive workforce. Uganda, in a nutshell, offers major advantages to foreign investors. This is clearly being recognised internationally: Foreign direct investment has reached almost US\$ 800 million last year and has systematically increased over the last 20 years. Uganda's National Development Plan, which Prof. Kigozi outlined to the audience, aims at transforming Ugandan society to a prosperous, modern society within 30 years.

Sam Ssemanda, Commissioner for Agricultural Planning and Development closed the session on Uganda by highlighting agriculture's essential role as a driver of Uganda's development, economic growth and poverty reduction. He also drew the audience's attention to some of the constraints to development in the agricultural sector, including low productivity, climate change, insufficient storage capacities, high post harvest losses, and inadequate marketing and agro-processing facilities. However, he said, "investment, an improved enabling environment and market access, as well as enhanced productivity will stimulate the growth of Uganda's agricultural sector, and thus contribute towards development, economic growth and poverty reduction".

SESSION IX: R&D TO CONTRIBUTE TO FOOD SECURITY

Charles Kwesiga of **UIRI**, Uganda, moderated the ninth session on **R&D to Contribute to Food Security**.

Said Silim, Director of **ICRISAT-ESA** presented first on the utility of science-based solutions to improve African agriculture. He said this includes helping smallholder farmers to increase productivity and their market access by adapting to changing conditions (both in the market and in terms of land) through the adaption of technological innovations and through information sharing (e.g. via farmers organisations).



Dennis Rangi, Executive Director of International Development at **CAB International**, outlined CABI's approach to realising food security, which focuses on minimising production losses and maximising profits. CABI accomplishes these ends through capacity building (both in knowledge and technology) and building knowledge-sharing linkages.

Piet Heemskerk of the **Africa Agribusiness Academy** followed Mr. Rangi's presentation. Mr. Heemskerk presented "Investing in knowledge for entrepreneurship" in which he discussed the importance of entrepreneurship for food security in Africa, particularly SME development. Through training, networking and support, the Africa Agribusiness Academy works towards these ends.

SESSION X: LIVESTOCK: BUILDING NUTRITION AND INVESTMENT FOR FOOD SECURITY

Joyce Cacho of **NOVUS International**, moderated session ten - Livestock: Building Nutrition and Investment for Food Security.

Marcos Bertoli of **Globaoaves Agro Avicola Ltd.** in Brazil opened the workshop with a presentation on a poultry farming programme currently being run in Brazil, Angola, Cuba, Panama, Peru, Venezuela and Mozambique. The programme crossbreeds chickens to increase production, increase income and improve access to protein in rural areas, and ultimately, to improve rural livelihoods.

William Matovu, of the **East Africa Dairy Development (EADD)**, addressed the audience about the dairy industry's response to the African nutrition challenge. Mr. Matovu illustrated the food situation in Africa today and the role it plays in changing Africa's agricultural future saying that the market of milk, meat and staple food crops in Africa alone are estimated at US\$ 150 bn per year. He pointed out the opportunities and challenges for different stakeholders, urging investors to bet on Africa as investment in livestock provides a livelihood for the poor. Mr. Matovu illustrated the role of the EADD and spoke about the sustainable solutions to poverty reduction provided by the dairy subsector, stressing that there are a wide range of opportunities across the continent that are merging due to its growth. He presented



the encouraging statistic that currently East Africa has the lowest cost of production of a litre of milk in the world. He went on to predict an optimistic future for the continent stating that with the right efforts, that include strong policy and regulatory frameworks being adopted by governments, Africa's agricultural sector could be accelerated from US\$ 280 bn in revenue to US\$ 500 bn by the year 2020.

In his presentation, **Nicholas Hutchinson**, of the **Eastern Africa Grain Council (EAGC)**, explained EAGC's history and role in promoting free trade in grain and grain trading systems. EAGC has members throughout the value chain. They work on improving livestock feed, maximising on-farm returns, improving warehouse receipt systems, improving standards and promoting alternative crops.

The last presenter of the session was **Chris van Dijk** of **Pfizer Animal Health**. He discussed the role of pharmaceutical companies in building the animal value chain in Africa, particularly regarding animal health and the provision of medical services to animals. Mr. van Dijk argued that in order to transition from subsistence to agri-business rural environments, their specific challenges must be considered and addressed, which includes training and the provision of technologies.

CLOSING CEREMONY

The delegates at the Agribusiness Forum in Kampala were deeply honoured by the presence of **Uganda's President, H.E. Yoweri Museveni**, who officially closed the Forum. During his closing address to a cross-section of leading global and continental players in the agricultural field, President Museveni emphasised Africa's agricultural wealth and natural resources that attract investors, and congratulated EMRC for raising the world's attention to the role Africa can play in this regard: "If you are talking about Agribusiness, Africa is THE place to be", the President said, adding that "What Africa needs is not AID but TRADE". He encouraged foreign investors to come to Africa and play a role in adding value to African-produced products, and urged a continued effort in driving agricultural progress and development in Africa.



The Forum was also, once again, an opportunity for investors and business leaders to hold business-to-business meetings, facilitated by EMRC's specialised teams and software. Many of these meetings will result in agreements, partnerships and investments that will develop Africa's agricultural potential and further expand opportunities around the continent.

Idit Miller, Managing Director & Vice President of **EMRC**, concluded the AgriBusiness Forum by thanking the partners and sponsors, ending her address with a special thank you to the government of Uganda and pointing out that "the esteemed presence of this Excellency Yoweri Museveni has proven, yet again, that food security is not only an urgent matter, but that our topic of elevating agribusiness opportunities in Africa is timely and our forum provided a much-needed platform for everyone present."





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